DOCUMENT RESUME

ED 423 380 CE 077 108

TITLE	The Insurance Educator. Volume VII.
INSTITUTION	Insurance Education Foundation, Indianapolis, IN.
PUB DATE	1998-00-00
NOTE	18p.
PUB TYPE	Collected Works - Serials (022)
JOURNAL CIT	Insurance Educator; v7 n1-2 Jan-Sep 1998
EDRS PRICE	MF01/PC01 Plus Postage.
DESCRIPTORS	*Accident Prevention; Classroom Techniques; *Educational Resources; *Fire Protection; High Schools; Instructional Materials; *Insurance; *Insurance Occupations; *Safety Education; Teaching Methods

ABSTRACT

These two issues are intended for secondary school educators who teach about insurance in any of their courses. The following substantive articles are contained in the January 1998 issue: "Teen Drivers and Automobile Insurance: New Laws Safeguard Teen Drivers" (Insurance Information Institute); "National Advisory Council of Secondary Teachers"; "A Workshop by Any Other Name..."; "Arson: Protect Yourself"; "Risk Manager Fact Sheet: A Conversation with a Risk Manager"; "The Jump$tart Coalition for Personal Financial Literacy"; "LIFE Introduces 'Next Generation': Insuring Your Future"; and "Classroom Resources." Substantive articles in the September 1998 issue include the following: "IEF--Who We Are and What We Do"; "James L. Osborne Insurance Educator of the Year"; "Teen Drivers and Automobile Insurance: Road Rage and Aggressive Driving--How To Temper Yourself"; "Teachers' Summer Programs"; "Insurance Trends: Internet Misuse Can Leave Companies Exposed"; "InVEST in Your Future"; "New Drivers--Terrifying Statistics"; and "Classroom Resources." (KC)

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ED 423 380

The Insurance Educator

Volume VII

1998

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The Insurance Educator

Volume VII Number 1 — January 1998

The purpose of this semi-annual newsletter is to provide secondary educators with a greater knowledge of insurance, access to teaching materials, and insurance career information for students. This publication is available free of charge to secondary educators who teach insurance in any subject. Please share it with colleagues.

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Teen Drivers and Automobile Insurance

New Laws Safeguard Teen Drivers

Reprinted with permission from the **Insurance Information Institute**

Teachers: This trend to graduated licensing is sweeping the country. It would provide a good topic for student research and would certainly spark an interesting class discussion.

In 1996 Florida, Georgia and Michigan passed laws restricting the driving privileges of teenagers. New Jersey and Ohio are currently debating similar measures. In most cases, the laws forbid late-night driving by young people who have just received their licenses. Privileges are expanded as the teens gain driving experience until, at age 18, they receive an unrestricted license. In Georgia, teens driving with other teens in the car is also prohibited. Brian O'Neill, spokesman for the Insurance Institute for Highway Safety, supports this precaution saying that a group of young people together in a vehicle is "a prescription for immature, irresponsible behavior." The trend is expected to continue, in spite of protests by some teens who claim their civil rights are being violated, since legislators have learned that highway safety measures are favored by most of their parents.

IEF News

National Advisory Council of Secondary Teachers

The Columbus Ohio Hyatt Regency was the scene in mid-June of the second meeting of IEF's National Advisory Council of Secondary Teachers, a meeting held in conjunction with the Board of Directors' meeting. Members of the advisory arm of the foundation who were able to attend this year represented Canada and 17 states. Teachers were asked for input on three projects: The RISK Challenge, new teaching materials and resources, and a recognition program for teachers. As always, their ideas were terrific!

Just for starters, staff has revised the student contest based on the council's ideas and suggestions, and a new web site will introduce educators and the insurance industry to the Insurance Education Foundation. Classroom resources produced by the insurance industry and suitable for teenagers (other than IEF's Choice-Chance-Control, teachers' summer institutes, Fast Lanes: Risky Roads, etc.) will be listed on the site. This is an answer to teachers' frequently asked question.

Continued on page 2

Continued from page 1

"What's out there about insurance?" In the months to come, a committee of council members will be developing a program to recognize high school teachers who are doing an outstanding job of teaching insurance. The first award for a high school insurance educator of the year will be presented in Orlando in September 1998. More about that project will be mailed to graduates of the foundation's summer workshops.

At the conclusion of two days of meetings, tours, and social functions, good-byes and thank-yous were exchanged as all went their separate ways. One IEF board member remarked, "Every time I hear these teachers talk about their profession and their students, they just impress the [heck] out of me!" It would be nice if teachers could hear this expression of respect and gratitude more often. Tuck this one away and pull it out when you need it. You deserve it. You have the most important job in the world!

1997 Insurance Education Workshop Virginia Commonwealth University Richmond, Virginia

Participants: Jacqueline Armwood (Farmville, VA), Marsha Bailey (Portsmouth, VA), Michelle Bailey (Farmville, VA), Marianne Benton (Richmond, VA), Angel Boyd (Highland Springs, VA), Lisa Brown (Gonzales, TX), Amy Brown (Doswell, VA), Billie Brown (Chesterfield, VA), Stephanie Brown (Chesapeake, VA), Laura Corraro (Richmond, VA), Evalina Carter (Norfolk, VA), Kevin Claycomb (Bedford, PA), Cathy Clevenger (Hyndman, PA), Brenda Crawley (Richmond, VA), Joseph Ferrel (Chesterfield, VA), Jan Goodin (Chesterfield, VA), Diane Knight (Yorktown, VA), Sharon Mason (Ashland, VA), David Miller (Essex, MD), Joseph Missal (McLean, VA), Andrea Nachmon (Midlothian, VA), Graham Patterson (Baltimore, MD), Nettie Stokes, (Highland Springs, VA), Helen Wadkins (Quicksburg, VA), Stephanie Youngblood (Milton, FL), and Clark Youngblood, (Milton, FL)

A Workshop By Any Other Name...

We've been listening to teachers. And we've been reading the dictionary. And we think teachers are right: The word "workshop" is not an appropriate description of the foundation's insurance education program. The Board of Directors has taken your advice and voted to substitute the word "institute." From now on, the workshops will be known as:
"Insurance Education Institutes for High School Teachers."

Our new name aptly represents the intensity of this program and the hard work it requires for the tremendous rewards earned. Thank you for your suggestions, workshop graduates; consider yourselves now to be "Institute" graduates.

Can You Use 3 Freebies?

If you are interested in learning more about a two-week program for which you earn three graduate credit hours, indicate your interest on the enclosed return card in this newsletter. We will send you a 1998 brochure. Please let us know about any colleagues who might be interested. The application deadline for all schools is April 1, 1998.

Congratulations are in order to Virginia Commonwealth University for a very successful first year participating in the IEF summer institutes. Twenty-six enthusiastic teachers from five states attended IEF's newest institute in Richmond, Virginia. Reasons the majority of attendees cited for recommending this program to other teachers included: "excellent experience academically, professionally and socially" and "very valuable for all teachers and students."

VCU has been invited to serve as a host school again during 1998 along with five other schools:

Drake University	Des Moines, IA	June 14-26
College of Insurance	New York, NY	July 12-26
University of Alabama	Tuscaloosa, AL	July 12-24
Illinois State University	Normal, IL	July 12-24
California State University, Sacramento at San Francisco State	San Francisco, CA	June 14-26
Virginia Commonwealth University	Richmond, VA	July 5-17

This past summer, 213 high school teachers completed IEF's Insurance Education Institutes for High School Teachers. Of this number, 212 of them stated they would recommend this program to others (We gave it our best, but we weren't able to please everyone!)—an outstanding endorsement by anyone's calculator!

Merchandise For Sale

Buy your own IEF sweatshirt or t-shirt today! We have Hanes t-shirts and Oneita sweatshirts available in sizes large and extra-large. These great-looking shirts are light gray and made of a durable pre-shrunk cotton/polyester blend, with a teacher's apple and "Insurance Education Foundation" displayed proudly on the upper left side of the shirt. T-shirts cost $10 and sweatshirts cost $25. Order today - a limited supply is available! Please send your request to the Insurance Education Foundation, PO Box 68700, Indianapolis, IN 46268-0700, indicate the quantity and size(s) you desire, and give us your mailing address. Make your checks payable to the Insurance Education Foundation. Prices include shipping and handling.

Congratulations to the seven students in Illinois (yes, all winners happened to be from two high schools in Illinois!) who received $1,500 in cash prizes for their winning entries in IEF's first annual student contest, The RISK Challenge. The first place prize of $750 went to seniors Kerry Maloney and Natalie Benson from Peoria Notre Dame High School for their brochure for middle elementary students entitled "Insurance: What a Kid Should Know." Second place and $500 went to freshmen Jamie Seger, Denise Thacker, and Ann Weishaar from Belleville Township High School West for their brochure about selecting an insurance company. The third place $250 prize was awarded to seniors Jenny Hancock and Erica Arnold for their poster about the components of an automobile insurance policy. Jenny and Erica are also from Peoria Notre Dame High School.

Congratulations are also in order for teachers Marsha Krone from Peoria Notre Dame High School and Tammie Hettenhausen from Belleville Township High School West for fostering creative, eye catching, interesting contest entries from their students. Well done! Teachers of winning students received $100 gift certificates to Barnes & Noble. The foundation matches students' cash prizes with a check to the high school to be spent at the direction of the supervising teacher.

The second annual contest will be held during the 1997-98 school year with a few changes in the program:

1. This year the contest is open to students of any high school teacher who has attended one of IEF's summer insurance education workshops/institutes. There are 1,322 of you from 49 states!
2. The RISK Challenge will be held during the second semester. Contest packets will be sent in January 1998!

Special Feature

Arson: Protect Yourself

Reprinted with permission from
SAFECO Insurance Companies: *"How to Protect Your Home From Arson."*

Teachers: This should provide an interactive discussion - juveniles are the majority being arrested for arson, yet it affects everyone. Encourage them to discuss ways to prevent this crime.

Arson kills more people each year than natural disasters such as hurricanes, floods and earthquakes - combined. Arson, the intentional setting of fire, has been called the worst man-made disaster in the nation due to its devastating toll on people and property. In a five year period, over $8 billion worth of property was destroyed, over 3,500 people were killed and thousands more were injured. Estimates place arson growth over the past decade at more than 400%.

Educating children to understand the serious results of fire is the most important step in reducing arson. Juveniles are the majority of those arrested for arson. The average arsonist is not a near-bankrupt business owner or a "hired torch" - that arsonist is a child. All children are fascinated by fire but soon comprehend its dangers. Counseling for the "simply curious" and their parents is available and will usually stop the fire setting. Some children may need more counseling to uncover the underlying problems that cause this destructive and attention-getting action.

Why do people set fires? Vandalism is the leading cause of arson. The arsonist usually sets fire to a home or car and is not trying to kill. Revenge is another reason fires are set. The usual reasons for a revengeful arsonist to act are being fired, a difficult divorce, child custody proceedings or disagreements. As the economy remains weak in specific areas of the country, insurance fraud arson continues to increase. Some homeowners have used arson to collect insurance to solve their financial problems. This is especially true if they have purchased a home that is too expensive for their income or they have lost their job. The statistics show that people under age 25 account for 67% of all arson arrests with 49% of them children under the age of 18. Many experts believe that if the fires that are classified as accidental or of an unknown origin were included, the actual percentage of juvenile arrests could be as high as 80%.

Arson is now a major crime, listed by the FBI as one of the eight major crimes along with murder, robbery, burglary and assault. Arson rates are highest in large cities, with males comprising 87% of all arson suspects arrested, according to the Insurance Committee for Arson Control. Civilian deaths resulting from these fires increased last year by an alarming 23½ %.

A homeowner is devastated when the family home is lost to fire, and especially when a member of the family is injured. Knowing that the home was selected at random by an arsonist can make the loss even more difficult to handle. You can help protect your family and property by taking action. Be alert for suspicious activity on your property and in your neighborhood. Arsonists may be looking during the day for locations to start a fire. Call 911 or the police to report suspicious behavior. Become involved in the fight against arson. Anytime you see a fire, cooperate with the firemen and police officers, offer any evidence of suspicious behavior, and testify if the arsonist is caught. Protect yourself and your family by making sure smoke detectors work. Make a map showing two exits from every room. Practice escape routes from inside your house. The more aware and prepared you are, the better protected you will be.

Insurance Careers

Risk Manager Fact Sheet: A Conversation with a Risk Manager

Reprinted with permission from the CPCU Society, Malvern, Pennsylvania

Teachers: This article could be shared with the career resource center or guidance counselors at your school.

A risk manager's job is: "...to protect the corporation from loss by ensuring that it has good loss control and safety programs, and solid insurance coverage. Risk managers must search out and analyze the risks involved in a situation. Then they decide whether the risks should be retained, insured, transferred or refinanced. Risk managers act like in-house brokers for their corporations, selecting policies and deciding which coverages their companies should take."

A risk manager's educational background should be: "... heavy in the business field. A four-year college degree in the business field, with finance, law or accounting is a good start. If the person wants to specialize in the loss control area, a heavy mathematical background with a master's in safety or industrial hygiene and an environmental background is preferred."

Personal skills important to a risk manager include: "... the ability to interact. As a risk manager, a person provides a service to the company, its people, and its departments. Also, a future risk manager cannot want to work in a very controlled, static environment. A risk manager plays a very dynamic, ever-changing role. He or she needs to be able to adjust to the little last minute problems that always arise. Finally, a risk manager should be capable of working autonomously. No one comes into the office and gives the risk manager a list of things to do. Risk managers have to identify where the needs are and go after them on their own."

An entry level risk manager: "...frequently begins as an assistant to a risk manager. He or she would learn fundamental claims analysis, policy review, and basic administrative duties. A professional claims adjuster could also provide assistance to the entry level person."

A risk manager can expect: "... the future of risk management profession to become increasingly global. Risk managers will need to relate to more than just the domestic types of issues and exposures. They will be required to have greater knowledge of world issues, trends, products, and markets."

One of the most important parts of a risk manager's job is: "... the challenge. A risk manager has a great deal of responsibility for the company's safety programs, insurance coverage, and the bottom line. It's an exciting position for a person who is willing to accept the challenge."

In an attempt to kill a fly, I drove into a telephone pole.
The indirect cause of the accident was a little guy in a small car with a big mouth.
Yeah, that's common.
I told the police that I was not injured, but on removing my hat I found that I had a fractured skull.

Just For the Fun of It!

The following are actual statements found on insurance forms where drivers attempted to summarize the details of an accident in the fewest possible words.

- I had been driving for 40 years when I fell asleep at the wheel and had an accident.
- My car was legally parked as it backed into the other vehicle.
- I thought my window was down, but I found out it was up when I put my head through it.
- The pedestrian had no idea which direction to run, so I ran over him.
- To avoid hitting the bumper of the car in front, I struck the pedestrian.
- An invisible car came out of nowhere, stuck my car, and vanished.
- I had been shopping for plants all day and was on my way home. As I reached an intersection, a hedge sprang up, obscuring my vision and I did not see the other car.
- The other car collided with mine without giving warning of its intentions.

Lessons for the Teacher

The Jump$tart Coalition for Personal Financial Literacy

The JumpStart Coalition for Personal Financial Literacy, a non-partisan partnership of 25 diverse organizations, has come together to increase personal financial literacy among young adults. The goal of this coalition is: by the year 2007, all students will have the skills to be financially competent by the time they graduate from high school. They will be taught how to manage a household budget, how to plan for retirement, and how a mortgage works. They will be able to establish a good credit history, cover their insurance needs, and balance a checkbook. In short, our youth will be prepared for the everyday financial realities that face all consumers.

Clearly, many adults lack the skills and knowledge to make sound financial decisions. Based upon the coalition's survey results, children are headed in the same direction - unless this cycle stops repeating itself. Members of the coalition plan to increase public awareness that personal finance management, like reading or math, is a fundamental life skill which should be taught to the nation's 50 million students in grades K-12.

The coalition has created guidelines to teach personal finance concepts in schools nationwide. These guidelines incorporate input from a panel of elementary, secondary and high school teachers and educators throughout the country. The JumpStart Coalition is a non-profit organization based in Washington DC and represents diverse organizations from government, academia, the non-profit sector, and other sponsors of educational programs. The Insurance Education Foundation is a charter member of JumpStart. Their website address is www.jumpstartcoalition.org.

Oops! Please Pardon our Faux Pas!

The Insurance Educator January 1997 issue stated (in a big red box, no less) "Are you keeping up with your BAC limits? In most states it's not 1.10 any longer." Of course, we meant to refer to a Blood Alcohol Concentration of .10, not 1.10! The statement that followed our boo boo is still true: "Any individual **under the age of 21** with a Blood-Alcohol Concentration of 0.02 percent or greater when driving a motor vehicle shall be deemed to be driving while intoxicated." Fifteen states have made .08 the legal limit: Alabama, California, Florida, Hawaii, Idaho, Illinois, Kansas, Maine, North Carolina, New Hampshire, New Mexico, Oregon, Utah, Virginia and Vermont.

LIFE Introduces *Next Generation: Insuring Your Future*

. . . a program designed to help teachers educate students about life, health and disability insurance

The Life and Health Insurance Foundation for Education (LIFE) has announced the launch of the *Next Generation* program, an educational initiative designed to teach high school students in the U.S. — and starting next year in Canada — about the role of life, health and disability insurance. The program is designed to enable teachers to better prepare their students for the "real world" financial decisions they will face after graduation. It is also designed for teachers to incorporate into family and consumer sciences, consumer education, life skills, business, economics, social studies, health and financial planning classes.

Why is this program needed? According to a 1996 survey by Careers & Colleges magazine, it was found that while the vast majority of high school students recognize the importance of knowing about insurance, most rate their knowledge of life and health insurance as inadequate. The poll also revealed that educators strongly endorse such an effort, indicating that the program would be a highly effective teaching tool.

What materials are in the *Next Generation* kit? The kit consists of a 21-minute teen-to-teen video, 28-page educator's guide, and a classroom poster. The video features six young adults recounting how insurance has helped them and their families at times of great financial need. This approach gives students an understanding of how important insurance is to people of all ages. The educator's guide includes detailed information about insurance concepts and the different types of insurance, reproducible worksheets, a glossary of terms, and a list of references for additional information.

To obtain your free set of *Next Generation* materials, simply check the *Next Generation...* box on the enclosed order card and return it to the Insurance Education Foundation.

LIFE, the Life and Health Insurance Foundation for Education, was formed in 1984 by seven life and health insurance groups in the U.S. and Canada in response to the growing need to educate the public about the benefits of insurance.

"Happy Birthday! Insurance Education Foundation: 1988-1998

Announcing. . .

The Insurance Education Foundation is proud to announce the inauguration of the James L. Osborne Insurance Educator of the Year Award. In honor of the organization's founder this recognition will be presented to a high school teacher who demonstrates excellence in providing insurance education to our nation's high school students.

Nominees must be professional educators who have completed an Insurance Education Workshop (Institute) at one of the following universities: Drake University, Des Moines; The College of Insurance, New York City; California State University, Sacramento; The University of Alabama, Tuscaloosa; Illinois State University, Normal; or Virginia Commonwealth University, Richmond.

If you are a workshop graduate, you will receive further information and an invitation to participate in the same packet as The RISK Challenge student contest. Call the IEF headquarters with questions at 1-800-IEF-4811.

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Classroom Resources

The Next Generation: Insuring Your Future

This kit consists of a 21-minute teen-to-teen video, 28-page educator's guide and a classroom poster. More information appears in this newsletter under "Lessons for the Teacher." To obtain your free kit, simply check the Next Generation box on the enclosed card and return it to the Insurance Education Foundation.

Fast Lanes: Risky Roads

This 13-minute video with a teacher's guide and student brochures is available at no cost to teachers. The video has been awarded the prestigious CINE Golden Eagle Award, recognized internationally as a symbol of the highest production standards in filmmaking and videography. Return the enclosed business reply card to order your free copy and accompanying brochures for students.

Why You Need to Know About Social Security

New materials are available to teachers that provide information to help students understand how Social Security is financed and how benefits will be paid now and in the future. Teachers interested in the Social Security Teachers Kit may order it by writing to: Social Security Teachers Kit, PO Box 17743, Baltimore, MD 21235. Fax: (410)965-0696. E-mail: http://www.ssa.gov.

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The Insurance Educator

Volume VII Number II September 1998

The Insurance Educator is published twice a year at the beginning of each school semester to provide information and assistance to secondary educators who are teaching insurance in any class. Please share it with colleagues.

Special Feature

IEF – Who We Are and What We Do

We are celebrating the BIG TEN! The Insurance Education Foundation has reached the ten year milestone, and we're eager to fire up ten candles on our birthday cake. Our birthday party is in Orlando on Saturday, September 19, 1998, at the Marriott World Center. The IEF Tenth Anniversary Benefit Dinner will feature the founders of this organization, the founder of insurance—yes, Ben Franklin!—and DeLane Isaak, the recipient of the first annual James L. Osborne Insurance Educator of the Year award. Benefit, you say? Yes, the party is a $75 per plate fund raiser. In the foundation world, everything is a fund raiser.

We want you to become more familiar with IEF, so here are a few get-acquainted facts:

- IEF headquarters is in Indianapolis, Indiana.
- We became a 501(c)(3) not-for-profit charitable organization in October 1988.
- We provide education programs (teaching materials, summer institutes, student contests, teacher recognition programs) for high school teachers teaching insurance in any class.
- We know that people who understand a little about insurance make wiser consumer decisions AND people who know how insurance works have a better understanding of the industry.
- To pay for these programs, we raise money from insurance companies, agents and organizations — more than 340 of them!
- The year 1998 marks another milestone for IEF—we will raise $1 million this year!
- More than 48,000 teachers have Choice-Chance-Control (CCC) kits.
- CCC kit users receive *The Insurance Educator* newsletter each semester.
- Nearly 5,000 teachers have requested the video, Fast Lanes: Risky Roads.
- The RISK Challenge student competition offers cash prizes annually for students' winning entries.
- A new teacher recognition program honors secondary educators.
- More than 1,500 teachers have attended IEF's Insurance Education Institutes for High School Teachers, now available at seven universities.
- Educators using our programs teach business, consumer economics, social studies, mathematics, family and consumer science.
- Presently 26 teachers from 21 states and Canada are on IEF's National Advisory Council of Secondary Teachers to help us stay current with their needs.
- Our Web site address is www.ins-ed-fdn.org.
- If you call IEF at 1-800-IEF-4811, you will speak to Bob, Nancy, Paige or Mae. We are a small staff.
- Twenty members of IEF's Board of Directors represent these companies and organizations: Employers Reinsurance, PEMCO, Farmers

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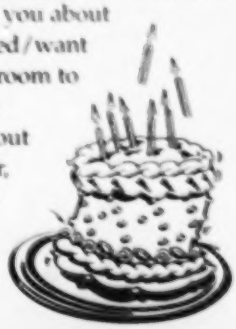
Group, AIG, Aon, Nationwide, Auto-Owners, Heaton Agency, SAFECO, General Reinsurance, State Auto, Allstate, Insurance Institute of Canada, Insurance Educational Association, Smith Sawyer and Smith Agency, State Farm, the College of Insurance, and USAA.

Studies about how IEF's programs impact teachers and students are very encouraging. For this reason, the board and staff remain committed to providing high quality programs for secondary educators who are teaching insurance to our nation's future voters, legislators, consumers and leaders.

We love talking to teachers, so let us hear from you about what you need/want in your classroom to help educate teenagers about insurance. Or, just call or e-mail us a happy birthday message! ■



IEF Staff, from left: Bob Harrison, President; Paige Slover, Marketing Manager; Mae Billings, Foundation Assistant; Nancy Coleman, Executive Director

James L. Osborne Insurance Educator of the Year

James L. Osborne, founder of the Insurance Education Foundation

This year marks the inauguration of the annual James L. Osborne Insurance Educator of the Year Award. Conceived in honor of the organization's founder, the contest is designed to recognize an outstanding teacher who demonstrates excellence in providing insurance education to high school students.

The 1998 Educator of the Year has been announced! Congratulations to DeLane Isaak from Clark, South Dakota! DeLane has won an all-expense paid trip for two to Orlando, Florida, and a check in the amount of $1,000. In addition, Clark High School will receive $500 in honor of DeLane. He will be presented with his award on September 19 at the IEF's Tenth Anniversary Benefit Dinner. DeLane is shown on page 4 with students from Clark High School who won second place in the Risk Challenge.

DeLane is already a member of IEF's National Advisory Council of Secondary Teachers and attended the IEF summer program in 1980 at Drake University in Des Moines, Iowa. Future recipients of this award will be asked to serve on this Council.

If you are a graduate of an Insurance Education Institute for High School Teachers (formerly called a workshop), you will be receiving information in your Risk Challenge packet which will be mailed to you in September. Maybe YOU could be the next recipient of this honored award! ■

Teen Drivers and Automobile Insurance

Road Rage and Aggressive Driving — How To Temper Yourself

Printed with permission from the AAA Foundation

Teachers may want to copy and distribute this article to students and share it with colleagues.

Reports of violent traffic incidents have increased nearly 7% per year since 1990. "Yet this is only the small tip of a very large iceberg," says David K. Willis, President of the AAA Foundation for Traffic Safety. "For every aggressive driving incident serious enough to result in a police report or newspaper article, there are hundreds or thousands more which never got reported to the authorities." This study is based on 10,037 separate incidents of aggressive driving between January 1, 1990 and September 1, 1996, assembled by the international security firm of Mizell & Co. from police reports and newspaper stories. In the reports from this six-year period, a total of 12,828 people were injured or killed as the result of aggressive driving (218 were killed and 12,610 were injured), including 94 children under the age of 15.

How can you protect yourself? Never underestimate the other driver's capacity for mayhem. Be patient and keep your cool in traffic. Avoid being the target of an aggressive driver by practicing basic traffic courtesy.

- Don't take your eyes off the road
- Avoid eye contact with an aggressive driver
- Stay cool and don't react to provocation
- Keep away from drivers behaving erratically
- Do not make obscene gestures
- Use your horn sparingly
- Don't block the passing (left) lane
- Don't switch lanes without signaling
- Avoid blocking the right-hand turn lane
- Do not take more than one parking space
- If you are not disabled, do not park in a disabled space
- Do not allow your door to hit the car parked next to you
- Do not tailgate
- If you travel slowly, pull over and allow traffic to pass (it's the law)
- Avoid unnecessary use of high beam headlights
- Don't let the car phone distract you
- Don't stop in the road to talk with a pedestrian or other driver
- Don't inflict loud music on neighboring cars

In addition, you should remember to assume other drivers' mistakes are not personal, be polite and courteous (even if the other driver isn't), and avoid all conflict if possible — if another driver challenges you, take a deep breath and get out of the way.

You can reduce stress by allowing plenty of time for the trip, listening to soothing music, improving the comfort of your vehicle, and understanding that you can't control the traffic — only your reaction to it. Be advised that (a) cars are not bullet proof, (b) a truly aggressive driver will follow you home, and (c) you've got to get out of your car eventually.

Some states have a cellular telephone number that motorists can use to report dangerous driving to the state police or highway patrol. If you have a cellular telephone, learn what the number is in your state and use it when you see a driver behaving in an erratic threatening manner — changing lanes often, speeding, flashing lights, tailgating and so forth. You could prevent a tragedy. Finally, if you are tempted to participate in a driving duel, ask yourself: "Is it worth being paralyzed or killed? Is it worth a jail sentence?" An impulsive action could ruin the rest of your life. ■

IEF News

Risk Challenge

May 15, 1998 marked the conclusion of the second annual Insurance Education Foundation national student contest, The RISK Challenge. The contest was open to the 1300 teachers who have attended one of IEF's Insurance Education Institutes for High School Teachers.

Students submitted entries that demonstrated something they have learned about insurance. Cash prizes of $9,000 went to fifteen winning students with matching checks to their high schools! First place winners received $750, second place $500 and third place $250.

We are proud to announce the following winners! In the Poster category, David Santos from Calhoun High School in Merrick, New York won first place. Natalia Persianov from Clark High School in Clark, South Dakota took second place. Tim Hill, Omar Marquez, Amadeo Bennetta and Dana Howell from Fuqua High School in Farmville, Virginia won third place for their entry.

In the Brochure category, first place went to Marisa Hawn from Saydel High School in Des Moines, Iowa. Second place winners were Andrea Seefeldt and Ashley Hallberg from Clark High School in Clark, South Dakota. Alex Rodriguez from Kanesville High School in Council Bluffs, Iowa took third place.

Power Point presentations and a table-top display took honors in the Other category. First place went to Shawnette Dreher and Tammy Grummert from Hastings Senior High School in Hastings, Nebraska. Monica Risen and Ashly Goett from Peoria Notre Dame

Students from Clark High School in Clark, SD are presented with their awards by teacher DeLane Isaak

David Santos is presented with an award for first place in the poster category by teacher Theodore Sapeta. David is a student at Calhoun High School in Merrick, NY

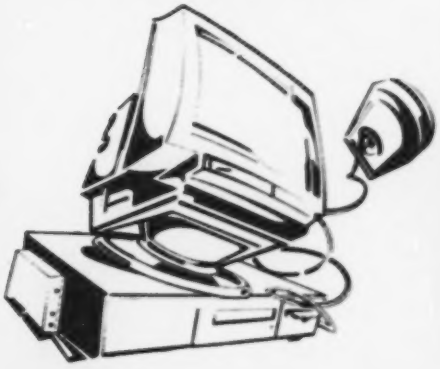
High School in Peoria, Illinois won second place. And Troy Coler, also from Hastings Senior High School received third place.

Kudos to the participating teachers: Theodore Sapeta from Calhoun High School; DeLane W. Isaak, Clark High School; Deborah Bryan, Fuqua High School; Marsha Frakes, Saydel High School; Kevin Hansen, Kanesville High School; Darci Karr, Hastings Senior High School; and Marsha Krone, also a 1996 RISK Challenge winner, from Peoria Notre Dame High School. Teachers of winning students received $100 gift certificates.

Congratulations to the winners and to all participating students for submitting creative and educational entries!

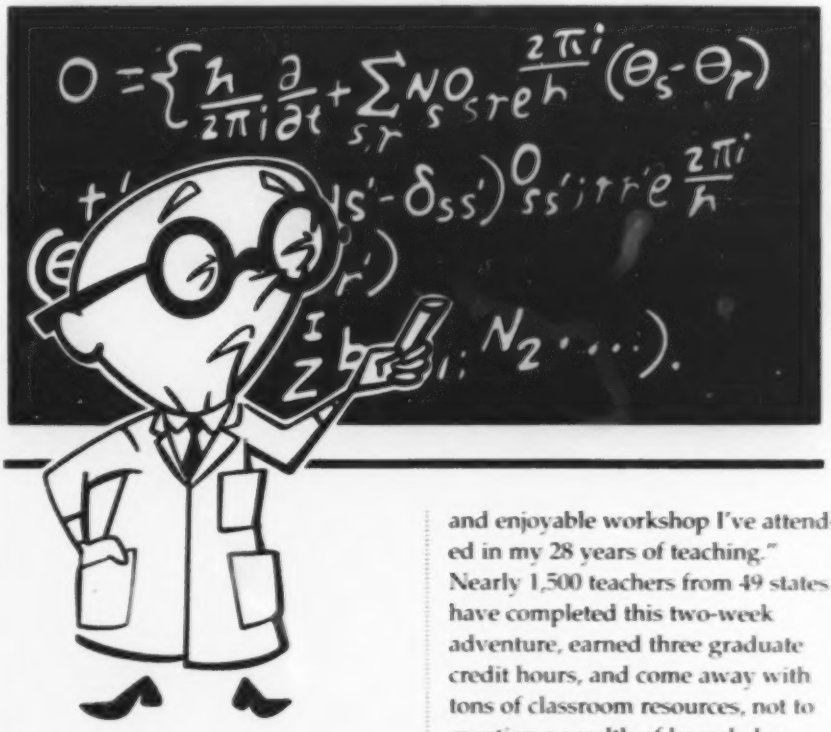
The RISK Challenge annual contest will be held during the 1998-99 school year during BOTH semesters. Your contest packet will arrive in late August. Watch for it and include the competition in your planning! You and your students could be next year's winners! ■

IEF on the Web



To access classroom materials about insurance, post a message or share ideas with other educators, visit http://www.ins-ed-fdn.org. ■

Teachers' Summer Programs



This summer, another 186 teachers completed this ten-year-old program that has been lovingly described as "the most intensive and enjoyable workshop I've attended in my 28 years of teaching." Nearly 1,500 teachers from 49 states have completed this two-week adventure, earned three graduate credit hours, and come away with tons of classroom resources, not to mention a wealth of knowledge about insurance. For more information on how you can attend an institute, please call 1-800-IEF-4811 or return the attached response card. The foundation provides a full scholarship for every attendee! ■

1998 Institute Participants at Drake University in Des Moines

Art Auction

The Insurance Education Foundation is planning an art auction at the Waldorf Hotel in New York City on October 19, 1998. Approximately 400 people are expected to attend this black tie benefit dinner. Items to be auctioned include art, jewelry and collectibles.

Honored at this dinner will be Ellen Thrower, President of The College of Insurance in New York, New York and the memory of John C. Etling, former President and CEO of General Reinsurance in Stamford, Connecticut. John passed away on January 11, 1997. Ellen is currently serving as a member of the IEF Board of Directors.

If you are interested in attending this event, please contact Nancy Coleman at 1-800-IEF-4811. ■

Insurance Trends

Internet Misuse Can Leave Companies Exposed

Imagine a workplace in which employees send pornographic pictures via electronic mail throughout the office, creating an atmosphere of sexual harassment. Next, imagine the lawsuits that could be filed by angry employees. Finally, imagine attorneys recovering the e-mail transmissions and using them as evidence against an employer.

Welcome to the brave new world of internet and intranet liability. According to two panelists at the Vermont Captive Insurance Association's meeting in Burlington, such situations are a reality. Human nature being what it is makes managing internet liabilities a daunting task for risk managers and companies, said Frederick Lane, III, a Vermont attorney and principal with ProSeComputing, Inc. in Burlington.

Situations like the one above can occur, said Mr. Lane, and can open naïve companies to significant legal liability. Indeed, he cited the legal doctrine of *respondeat superior*, which holds an employer responsible for all the intentional torts of its employees. To show attendees how easy it is for employees to access pornographic material on the internet, Mr. Lane demonstrated a search on the internet that revealed thousands of sites from which such information can be downloaded. Other potential liabilities include theft of confidential information, copyright infringement and computer viruses, he noted.

Mr. Lane said the key to reducing the risks associated with the internet is setting up a formal policy and education program that shows employees its proper, as well as its inappropriate uses. He said companies also can use special software developed to help track employee access to different sites on the internet. Software filters also can be used to prevent employees from getting access to certain sites deemed inappropriate.

Mr. Lane also explained to the audience that attorneys are beginning to understand how useful e-mail can be as a litigation tool against defendant companies. Because e-mail is extremely difficult to destroy, he said searches of it can be used to provide evidence of improper activity in lawsuits against companies.

Solutions include educating employees about the proper uses of e-mail and noting to employees that their e-mail transmissions are owned by the company and subject to review. E-mail transmissions also expose companies to electronic espionage by competitors. He said devices also are available to block outside access to e-mail transmissions.

Technology is available to allow companies to encrypt certain internet transmissions, though its use is currently banned by the federal government, according to John Foehl, chief financial officer and treasurer of Housing Authority Insurance, Inc., a Chelshire, Connecticut based risk management service provider to housing authorities.

In the meantime, Mr. Foehl said he expects the internet to become a full-fledged electronic marketplace for insurance products. Indeed, he said at least one company — Pioneer Insurance Company — already offers on-line quotes. He said such electronic insurance commerce — which will enable companies to sell policies to anyone, anywhere — raises serious questions about how it should be regulated. More importantly, he said state insurance regulators are ill-equipped to deal with such problems.

Although he noted that the National Association of Insurance Commissioners recently established a new working group to look into internet insurance sales, he said that technology is changing so rapidly state regulators will always be playing catch-up. ■

Source: National Underwriter, Property & Casualty/Risk and Benefits Management Edition, August 26, 1996, p.17

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Lessons for the Teacher

InVEST in Your Future

"With the emphasis on school-to-work programs increasing, InVEST is a model for the future," says Dorothy Neal, a business education teacher in Hiram, Maine. Project InVEST is a one or two semester agency simulation program for high school or junior college courses. The Independent Insurance Agents of America, one of the insurance industry's largest associations, created this high school insurance course that is being taught in more than 200 schools nationwide.

Using a hands-on technique, InVEST classes work through the process of providing insurance to the public, including both agency and company tasks. Although countrywide statistics show that approximately 60% of InVEST students become employed in insurance, even those students who are not interested in a career in the insurance industry learn to be good consumers.

The local insurance community participates by furnishing equipment, instructors and internship programs. In addition to the high school program, a community college program has begun to take students one step further. For those students interested in pursuing an insurance career, the community college curriculum introduces more technical information and testing to prepare for future employment.

Teachers can prepare themselves to teach InVEST classes by attending one of the Insurance Education Foundation's Insurance Education Institutes for High School Teachers. In some areas of the country, attendance is required. IEF and InVEST work together to provide teachers with an insurance background and resources.

If you are interested in starting a program in your high school or need assistance with finding insurance partners, the National InVEST staff has access to many associations nationwide that are willing to work with schools. This program is sponsored by the Independent Insurance Agents of America. For more information about InVEST, call Barbara Miller-Richards, National InVEST Director at 1-800-221-7917. ■

Teenage Motor Vehicle Deaths:

Year	Male	Female	Total*
1975	6,532	2,215	8,748
1980	6,932	2,591	9,524
1985	4,715	2,022	6,737
1990	4,420	1,944	6,364
1996	3,846	1,958	5,805

While the overall number of deaths has declined in the past 21 years, you can clearly see the ratio of male deaths to female deaths. These numbers indicate why automobile insurance rates are higher for males than for females.

Source: Insurance Institute for Highway Safety.

* (includes gender unknowns)

New Drivers — Terrifying Statistics

Printed with permission from The Insurance Institute for Highway Safety.

While overall death rates in automobile accidents declined from 1975 to 1996, the death rate among 16-year-old drivers has nearly doubled during the same time, according to a study by the Insurance Institute for Highway Safety (IIHS).

The combination of inexperience and immaturity produces a pattern of fatal crashes among 16-year-old drivers that includes the highest percentage of crashes with the following characteristics: high speeds, single vehicles, driver errors and high vehicle occupancy.

They are also more likely than older drivers to underestimate the dangers associated with hazardous situations and less able to cope with such dangers.

IIHS recommends graduated licensing as a possible solution for decreasing the death rate among this age group. Several states have enacted various graduated licensing programs in the last two years. ■

Classroom Resources

"One Earthquake: Not If But When" is a video produced by the USAA Foundation for The Earthquake Project. The video is about a fictitious earthquake in the midwest. Limited quantities are available (1-800-IEF-4811).

Life: The Next Generation is an insurance education program designed to introduce the basic concepts behind life, health and disability insurance. Kits are available to you by indicating such on the post card enclosed.

"The Insurance Reservoir: How Does it Work?" is a 10-minute video produced by Motorist Mutual Insurance in Columbus, Ohio. It likens the insurance industry to a reservoir, explaining how each of these needs to be monitored to assure that proper operational levels are maintained. Quantities are limited. Call 1-800-IEF-4811 for this free video.

Update Newsletter is a quarterly newsletter published by the JumpStart Coalition for Personal Financial Literacy. Articles include research findings, new programs, profiles of educational materials, highlights of upcoming events and more. Each issue is devoted to one of four personal finance guidelines that the coalition has developed: Saving and Investing, Money Management, Income, and Spending. The annual cost is $8 for four issues. Call (202) 466-8604 to subscribe.

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